



STRICOM Omnibus IDIQ

Welcome

STRICOM Omnibus Contract Pre-proposal Conference



Agenda

TIME	TOPIC	BRIEFER
• 1300 - 1310	Introductions	Kim Denver
• 1310 - 1440	RFP Information	Kim Denver/Melissa Cossentino
• 1440 - 1500	Break	
• 1500 - 1545	Questions/Answers	Kim Denver
• 1545 - 1600	Closing	Jim McBrayer



Conference Purpose

- Promote a better understanding of RFP requirements.
- Aid in preparation of proposals.
- Impart future processes, events and milestones.



Conference Ground Rules

- Informational Presentation--No Discussions!
- Questions addressed at presentation conclusion
 - Submitted in writing
 - Answered only on presentation content
- RFP questions submitted via RFP question form (Attachment 8) only
 - Answered via Amendment
- RFP language governs.



General Information

- Dialog relating to STOC RFP shall be directed only to the PCO
- Please review entire RFP carefully
- There are NO change bars identifying changes from the previous drafts
- “Living” Amendment will be posted to STOC website:

www.stricom.army.mil/INDUSTRY/STOC

- Final date for RFP questions is 6 June 00
- Amendment 0001 becomes final on 9 June 00
- Do not rely on industry wide email -- check the website frequently



General Information

- Proposals due 22 June 00 IAW RFP instructions
- Awards
 - Planned w/o discussions
 - Submit best proposal
 - Targeted for 1 Sep 00
 - Incrementally issued
 - Small business set-aside awards issued first



Small Business Participation Plan

- Is not a “Subcontracting Plan” as defined by FAR Part 19
- Describes efforts taken to include participation of small business (SDB, WOSB, HubZone, etc)
- Requires offeror to address plans/processes to satisfy goals
- Requires offeror to address planned semi-annual reporting of the type and dollar value of work passed to small business



Teaming Uniqueness

- Section M.2, Paragraph 2.2.2
 - As a part of the evaluation, the Government will consider the uniqueness of each team composition in the proposal risk decision process. The likelihood of a contractor's ability to satisfactorily perform on multiple future delivery/task orders, as both a subcontractor and a prime contractor or on multiple teams, will be considered in the proposal risk.
 - Example 1:
Prime-A, Sub-B, Sub-C
Prime-B, Sub-C, Sub-A
Prime-C, Sub-A, Sub-B
Prime-D, Sub-E, Sub F



Teaming Uniqueness (cont'd)

- Example 2:
Prime-A, Sub-B
Prime-C, Sub-B
Prime-D, Sub-B
Prime-E, Sub-B
Prime-F, Sub-B
- Examples are not All-Inclusive!



Proposal Organization

- Submit four separate proposal volumes for each Lot proposed
 - Volume I (Administrative Volume) will be hard copy submission
 - Volumes II-IV will be submitted on CD-ROMs
- Offerors assume responsibility to:
 - Ensure that all CDs are virus free
 - Ensure that all files are readable



Cross Reference Matrix

- Table L-2, Cross Reference Matrix, details the paragraph numbers requiring written response
- Offeror is to complete Table L-2 by inserting corresponding proposal paragraph numbers
- Reminded to complete all certifications required in RFP (Sections A-M)



Proposal Recommendations

- Offeror should keep a complete paper copy of entire proposal
 - Possibility that printer driver installed may change page counts
 - In this instance, may need to clarify with offeror if page counts exceed the limits set forth in the RFP
 - STRICOM uses Hewlett Packard HP5si laser printers



Proposal Delivery Process

- Hand delivery:
 - Schedule delivery time in advance with Contract Specialist
 - Due to the anticipated high volume of proposals, it is recommended that an offeror not wait until the last minute to submit proposals
- Mail Delivery:
 - Recommend sending through certified, return receipt mail



Proposal Page Limitations

VOLUME	Section L Paragraph Number	TITLE	COPIES (Per each LOT proposed)	PAGE LIMIT* (Per each LOT proposed)
I	2.0	Administrative	1 Original and 2 Hard copies	(1) No limit excluding paragraph 2.1.4 (2) 15 pages for paragraph 2.1.4
II	3.0	Present and Past Performance	3 Compact Disk sets	In accordance with paragraph 3.1.3
III	4.0	Management	3 Compact Disk sets	(1) 45 pages excluding sub-factor 2.4.3 (2) No limit for sub-factor 2.4.3
IV	5.0	Cost/Price	3 Compact Disk sets	No limit

*Page limits represent the maximum pages the Government will evaluate and are not to be construed as de facto standards for the amount of material expected in the offeror's proposal

NOTE: Additional files for table of contents, glossaries, etc. may be submitted for all three volumes



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Present and Past Performance Volume Responses



Present and Past Performance

Table L-5

Step 1

Step	PRIME INFORMATION	SUBCONTRACTOR INFORMATION
1	Define contribution and experience in each product area for the prime and each subcontractor IAW the instructions in Table L-6.	N/A

Table L-6 Prime/Subcontractor Matrix: No Page Limit



Present and Past Performance

Table L-5

Step 2

Step	PRIME INFORMATION	SUBCONTRACTOR INFORMATION
2	Provide information on up to 5 relevant programs for the LOT (Domain) – with Points of Contact and brief explanation of each program. (Format and page limits IAW Table L-7)	For each product area where work will be performed, provide information on up to 3 relevant programs – with Points of Contact and brief explanation of program. (Format and page limits IAW Table L-7)

Table L-7 Page limitations:

- Prime: 5 Relevant programs for the LOT, NTE 2 pages per program
- Each Subcontractor: 3 Relevant programs for each product area, NTE 2 pages per program



Present and Past Performance Table L-5

Step 3a

Step	PRIME INFORMATION	SUBCONTRACTOR INFORMATION
3a or	For each product area, if not using a subcontractor to fulfill requirements for the product area, provide detailed information on two relevant programs for the product area IAW L.8, paragraph 3.1.3.	N/A

Page limitation: 2 relevant present and past performance submissions
NTE 24 pages per submission



Present and Past Performance Table L-5

Step 3b

Step	PRIME INFORMATION	SUBCONTRACTOR INFORMATION
3b or	For each product area, if augmenting prime's capability with a subcontractor to fulfill the requirements, provide detailed information on one relevant program for that product area IAW L.8, paragraph 3.1.3.	For each product area, if augmenting the prime's capability in fulfilling requirements, provide detailed information on one relevant program from one subcontractor for that product area IAW L.8, paragraph 3.1.3.

Page limitation: 2 relevant present and past performance submissions
NTE 24 pages per submission



Present and Past Performance Table L-5

Step 3c

Step	PRIME INFORMATION	SUBCONTRACTOR INFORMATION
3c	For each product area, if using only subcontractors to fulfill requirements, respond IAW block 3c, Subcontractor Information.	If only one subcontractor is involved in the product area, submit two relevant programs for that product area. If more than one subcontractor is involved in the product area, submit one relevant program from a maximum of two subcontractors IAW L.8, paragraph 3.1.3.

Page limitation: 2 relevant present and past performance submissions NTE 24 pages per submission



Present and Past Performance Table L-5

Step 4

Step	PRIME INFORMATION	SUBCONTRACTOR INFORMATION
4	If depending only on subcontractors to fulfill all requirements for every product area, provide detailed information on two relevant programs for the LOT (Domain). (Format and page limits IAW Table L-8)	If not fulfilling requirements of a specific product area, provide information on one relevant area of work where the subcontractor will be performing. (Format and page limits IAW Table L-8)

Table L-8 page limitations:

Prime: 2 Relevant Programs Per Lot NTE 5 pages each

Each Subcontractor: 1 Relevant Program (area of work) NTE 5 pages



File Name Submissions

Table L-1

<u>VOLUME</u>	<u>FILENAMES</u>
Volume I – Administrative	Hard copy submission
Volume II – Present and Past Performance	
For each relevant contract submitted for a product area	contractsummary1a.doc, contractsummary1b.doc, contractsummary2a.doc, contractsummary2b.doc, etc.
Information requested in Table L-6	AnnexA.doc
Information requested in Table L-7	AnnexB-prime.doc, AnnexB-sub1.doc, AnnexB-sub2.doc, etc.
Information requested in Table L-8	AnnexC-prime.doc, AnnexC-sub1.doc, AnnexC-sub2.doc, etc.
Volume III – Management	
Integrated Product Process Development	Prod Dev.doc
Mgmt. Of Cost, Performance, Schedule, & Sustainability	MGT of CPSS.doc
Communications	Communications.doc
Contract Management	contractmanagement.doc
Evaluation of Compensation for Professional Employees	compplan-prime.doc, compplan-sub1.doc, etc.
Volume IV – Cost/Price	costpricewkst.xls, prime-backup.doc, sub1-backup.doc, sub2-backup.doc, etc.



Volume II File Name Submissions

	Product Areas	DOMAINS			
		<u>LOT I</u> <u>Live</u>	<u>LOT II</u> <u>Virtual</u>	<u>LOT III</u> <u>Constructive</u>	<u>LOT IV</u> <u>Test-Instrumentation</u>
1.	Individual, Crew, Combined Arms Trainers; Individual, Crew, Combined Arms Simulators; Test Systems		X		
2.	Maintenance and Part Task Trainers; Maintenance and Part Task Simulators		X		
3.	Advanced Distributive Learning	X			
4.	Ranges and Installation Instrumentation Systems	X			X
5.	Simulations and Simulation Systems		X	X	
6.	Tactical Engagement Simulator Systems	X			
7.	Embedded Training; Embedded Testing	X			X
8.	Advanced Concepts	X	X	X	X

Table L-5 (Steps 3a-3c)--For each relevant program described, use the file name “contractsummaryNa.doc”, where “N” is the corresponding number to the product area identified in Table L-4 and “a” represents the first response.

For example, “contractsummary3b” would denote the second response for the Advance Distributive Learning product area



Volume II File Name Submissions

- Table L-6 will require only one submission titled “AnnexA.doc” which includes information about the prime and all subcontractors
- Tables L-7 and L-8 require separate submissions on the prime and each subcontractor
 - the file names for L-7 would be “AnnexB-prime.doc” and “AnnexB-sub1.doc”, etc.
 - The file names for L-8 would be “AnnexC-prime.doc” and “AnnexC-sub1.doc”, etc.



Volume III File Name Submissions

- For each Factor in the Management Volume, submit a separate file
 - For example, for the Integrated Process and Product Development Factor, submit the file named “Prod Dev.doc” that addresses that factor and sub-factors
- In addition, submit separate files named “compplan-prime.doc” and “compplan-sub1.doc”, “compplan-sub2.doc”, etc. to address the Evaluation of Compensation for Professional Employees sub-factor



Volume IV File Name Submissions

- The response for Attachment 7 shall be named “costpricewkst.xls”
- The required backup information shall be named:
 - for the prime: “prime-backup.xls”
 - for the significant subcontractors: “sub1-backup.xls”, “sub2-backup.xls”, etc.



Volume IV - Cost/Price

- Two options for submitting significant subcontractor cost/price information
 - Submit cost/price information in a sealed envelope directly to the prime
 - Submit cost/price information directly to the STOC team
 - Required to coordinate with the STOC team prior to submitting information directly to Government.
- Significant subcontractor is defined as a subcontractor who is anticipated to perform at least 15% of the effort



Cost/Price Format

- Cost/price spreadsheet allows for submission of subcontractor rates
 - separate sheet within the workbook for each team member
 - summary sheet within the workbook that rolls up all subcontractors' labor rates with the prime's labor rates into a single composite labor rate
- All subtotal and total cells should be formula based
- Allows flexibility to include new sheets and columns within the workbook for additional subcontractors
 - may be required to edit formulas to account for fewer/additional subcontractors, indirect rate loading, etc.



Cost/Price Format (continued)

- Required to submit a composite rate for each labor category and material handling and G&A rates
- Offeror's responsibility to link the labor and indirect rates to Section B.2
 - carefully review Section B.2 to ensure rates are the same as the rates identified in the Cost/Price spreadsheet



DUN & BRADSTREET

Supplier Evaluation Report

- Sect L.8, paragraph 2.1.6
- Attachment 10 of RFP (copies provided)
- Required for the offeror and each subcontractor (one time submission to D&B)
- Submit copy of faxed form in every Administrative Volume per team per Lot.
- Instructions on form (Attachment 10)



Commercial And Government Entity (CAGE) Codes

- Sect L.7
- Advance submission requested to expedite Past Performance data collection (from existing databases)
- Required for offeror and each subcontractor
- Identify CAGE codes for all places of performance
- Uses:
 - Determine cognizant DCMA office
 - Search Contractor Performance Assessment Reporting System (CPARS)
- May be requested through the Contracting Officer
- Do not delay proposal submission pending receipt of CAGE code



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Questions